NET GAIN 1991

Net Gn as % of New Reg

	New Reg.	User Cancels	WELL Cancels	Total Cancels	Net Gain	%	Info Requests
JAN	269	180	29	209	60	22	84
FEB	334	129	31	160	174	52	133
MAR	343	127	50	177	166	48	175
1ST QTR	**946**	**436**	**110**	**546**	**400**	42	**392**
APR	323	163	42	205	118		173
MAY	306	121	43	164	142		156
JUN	281	180	8	188	93		126
2ND QTR	**910**	**464**	**93**	**557**	**353**	39	**401**
JUL	301	154	86	240	61	20	119
AUG	317	182	34	216	101	32	113
SEP	285	178	50	228	57	20	85
3RD QTR	**903**	**514**	**170**	**684**	**219**	24	**317**
OCT	344	182	29	211	133	39	99
NOV	273	139	24	163	110	40	77
DEC	243	191	32	223	20	8	84
4TH QTR	**860**	**512**	**85**	**597**	**263**	31	**260**
TOTAL	3,619	1,926	458	2,384	1,235	34.1%	1,370

dropping

BIGGEST

NET GN JAN-JUN 753. 61%
JUL-DEC 482. 39%
1235